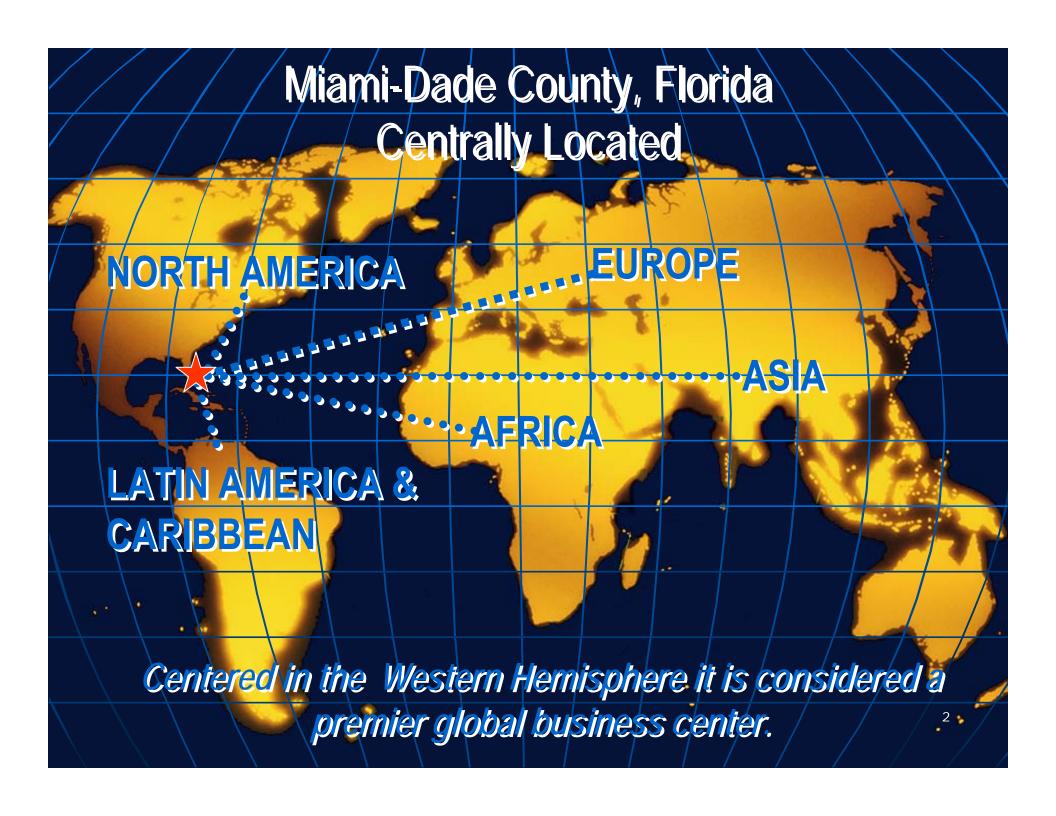


#### Miami-Dade County, Florida





#### Why Miami-Dade County, Florida?

- With a \$492 billion GSP, Florida has the nation's 4<sup>th</sup> largest, the hemisphere's 8<sup>th</sup> largest and the world's 15<sup>th</sup> largest economy.
- With \$73.2 billion in 2003 trade and its multicultural population, Florida is the national leader in international commerce.
- Florida is one of the lowest tax-states in the U.S.
  - A low 5.5% corporate tax
  - No State personal income tax
  - No Corporate income tax on limited partnerships
- Florida is the 4<sup>th</sup> most populous state in the U.S. with a population of 17 million residing in 67 counties.

#### Why Miami-Dade County, Florida?

- With a Gross County Product surpassing \$75 billion and a population approaching 2.4 million residing in 34 municipalities, Miami-Dade County leads the State in international economic activities.
- Miami-Dade County has a sophisticated international business infrastructure, including a culturally diverse, multilingual workforce over one million strong.

## Global Trade

Miami is the hemispheric trans-shipment hub for trade with Western Europe and Asia.

International Trade is Miami-Dade County's life line to a successful economy.





## Miami's top 15 commodities with the world

#### **Exports**

Computers
Computer Parts
Cellular Telephones

#### **Imports**

Aircraft Men's/Boy's Suits Sweaters





# Miami-Dade's Top Trading Partners ASIA.

TH	E.	AM	E	RI	C	45

Rank Country	Trade (hmillions)
1. Brazil	\$7,098
2. Dominican Republic	\$4,173
3. Costa Rica	\$3,630
4. Colombia	\$3,279
5. Honduras	\$3,180
6. Guatemala	\$2,114

#### EUROPE

Rank Country	ObertT (auditors)
11. United Kingdom	\$1297
12. Spain	\$1,227
13. Italy	\$1,114
16. France	\$1,003
23. Germany	\$659
27. Netherlands	\$512
30. Switzerland	\$394
31. Belgium	\$327
42. Sweden	\$159

RankCountry	Trade (nmillion)
7. China (mainland)	\$1,965
20. Japan	\$742
25 Taiwan	\$584
32. South Korea	\$321
33. Thailand	\$256
36. India	\$228
38. Hong Kong	\$206
44. Malaysia	\$147

#### AFRICA

Rank Country	Trade (hmillions)
55. South Africa	\$91
83. Nigeria	\$21
86. Algeria	\$15
88. Kerrya	\$13
92. Congo (Brazzaville)	\$10
94. Namibia	\$9

## International Trade Consortium

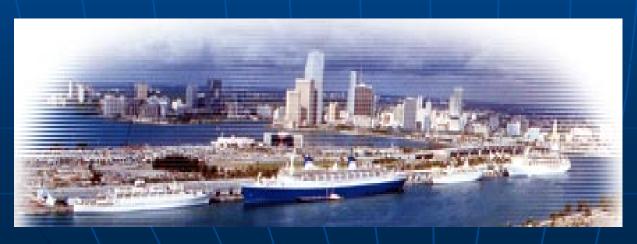
Promotes Miami-Dade as the *Gateway* to the Americas and cultivates alternative trade relationships in Asia, Europe, and Africa.





### International Trade Consortium

The Jay Malina International Trade Consortium of Miami-Dade County (ITC) is the official County agency for international trade and promotes two-way merchandise trade between South Florida and the world.





#### **Summary of Financial Incentives**

State of Florida Qualified Target Industry Tax Refund (QTI) State of Florida Quick Response Training Grant (QRT) Miami-Dade County Targeted Jobs Incentive Fund (TJIF)

### Miami-Dade County's International Infrastructure

- FTAA Secretariat 1998-2001/Potential Permanent Secretariat by 2005
- Florida FTAA, Inc.
- Enterprise Florida / International Trade Office
- Jay Malina International Trade Consortium (ITC)
- Greater Miami Chamber of Commerce (GMCC)
- World Trade Center Miami (WTC MIAMI)
- Latin Chamber of Commerce (CAMACOL)
- U.S. Export Import Bank
- U.S. Department of Commerce, U.S. Export Assistance Center
- Miami Free Zone (MFZ), which is the largest privately owned in the U.S.
- Tier 1 Nap of the Americas (Network Access Point) and Telefonica Data Center connecting the Americas with the rest of the world.

## Miami-Dade County's Transportation: Miami International Airport (MIA)

- Number one in the US for
  - International freight
  - International passengers
- More flights to Latin America and the Caribbean than all other U.S. airports combined
- Higher volume of cargo exports to Latin America and the Caribbean than New York, New Orleans, and Cleveland combined
- \$13 billion annual impact on local tourism, cruise, international banking, trade and commerce industries

- First airport in the U.S. with state of the art modular security screening information system
- Currently undergoing \$4.8 billion expansion
  - Fourth runway inaugurated in August 2003
  - New roadways and additional cargo buildings under construction

### Miami-Dade County's Transportation: Port of Miami

- Cruise capital of the world
  - 850 cruise ships docked and 3.9 million passengers in 2003
  - World headquarters site for most major cruise companies (Carnival, Royal Caribbean, Norwegian)
- Ranks within top 10 of all container ports in the U.S.
  - Shipping lines call on over 100 countries and 250 ports worldwide

- Serves all major world markets: Africa, Asia, the Caribbean, Europe, the Middle East, and North, Central, and South America
- Over 9 million total tonnage cargo in 2003
- Self-supporting structure
  - Operating revenue generated from billings for wharfage, dockage, storage, rentals, and other charges and fees
- Two-year, \$250 million commitment to major capital improvement projects

### Miami-Dade County's International Infrastructure

State licensed foreign bank agencies
Edge Act Banks
Bi-national Chambers of Commerce
Foreign Trade offices
Consulates

#### Miami-Dade County: Latin America & Caribbean

Region

Miami's Percentage of U.S. Trade, 2003

**South America** 

22.5%

**Central America** 

51.1%

Caribbean

36%

Latin America (Total)

28%

For every \$100 exported from the U.S. to Latin America, \$28 comes through the Miami Customs District 15

### Partial list of Multinational Companies in Miami-Dade County, Florida

- Burger King Corporation UK
- Dedienne Aerospace France
- Kraft Foods International USA
- Porsche Latin America Germany
- · Telefonica USA Spain
- DHL Worldwide Express Belgium
- · Ferragamo Latin America Italy
- Komatsu Latin America Japan
- · Neoris Mexico
- Bombardier Canada
- Carlisle Group Belize
- · Banco Internacional de Costa Rica
- Grace Kennedy Jamaica
- Editorial Televisa Mexico
- · Copa Airlines Panama
- · Haiti en Marche Haiti

- · Banco de Chile Chile
- Hidro Grubert Argentina
- Grupo TACA El Salvador
- · Cisneros Televisión Group Venezuela
- Odebrecht Construction Brazil
- Acer Latin America Taiwan
- Mandarin Oriental Hong Kong
- Bancafe International Colombia
- · Hyundai Motors South Korea
- · ABN AMRO Bank The Netherlands
- · ResidenSea Norway
- Aeromar Air Freight Dominican Rep.
- Ecuadorian Line Ecuador
- Banco de Credito del Peru Peru
- Surinam Airways Suriname
- Neal & Massey -Trinidad & Tobago

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Hon. Jose "Pepe" Diaz
Miami-Dade County Commissioner
ITC Chair